



Important Notice: Replacement of Life Insurance or Annuities

Proposed Insured/Annuitant Name: SARAH A QUEEN

Policy or Contract Number (if known): _____

Does the applicant, insured, owner or annuitant have existing life insurance policies or annuity contracts in this or any other company?

☒ Yes ☐ No

If **No**:

X Sarah A Queen
Signature of Applicant

Date

4/27/23

X [Signature]
Signature of Producer

Date

4/27/23

If **Yes**: Complete and sign Important Notice below.

This document must be signed by the applicant and the producer, if there is one, and a copy left with the applicant.

You are contemplating the purchase of a life insurance policy or annuity contract. In some cases this purchase may involve discontinuing or changing an existing policy or contract. If so, a replacement is occurring. Financed purchases are also considered replacements.

A replacement occurs when a new policy or contract is purchased, and, in connection with the sale, you discontinue making premium payments on the existing policy or contract, or an existing policy or contract is surrendered, forfeited, assigned to the replacing insurer, or otherwise terminated or used in a financed purchase.

A financed purchase occurs when the purchase of a new life insurance policy or an annuity contract involves the use of funds obtained by the withdrawal or surrender of or by borrowing some or all of the policy values, including accumulated dividends, of an existing policy to pay all or part of any premium or payment due on the new policy. A financed purchase is a replacement.

You should carefully consider whether a replacement is in your best interests. You will pay acquisition costs and there may be surrender costs deducted from your policy or contract. You may be able to make changes to your existing policy or contract to meet your insurance needs at less cost. A financed purchase will reduce the value of your existing policy and may reduce the amount paid upon the death of the insured.

We want you to understand the effects of replacements before you make your purchase decision and ask that you answer the following questions and consider the questions on the back of this form.

- (1) Are you considering discontinuing making premium payments, surrendering, forfeiting, assigning to the insurer, or otherwise terminating your existing policy or contract? ☒ Yes ☐ No
- (2) Are you considering using funds from your existing policies or contracts to pay premiums due on the new policy or contract? ☒ Yes ☐ No

If you answered "Yes" to either of the above questions, list each existing policy or contract you are contemplating replacing (include the name of the insurer, the insured or annuitant, and the policy or contract number if available) and whether each policy or contract will be replaced or used as a source of financing:

Insurer Name	Contract or Policy Number	Insured or Annuitant	Replaced (R) or Financed (F)
(1) _____	_____	_____	_____
(2) Bankers Life and Casualty Company	350006770	SARAH A QUEEN	_____
(3) _____	_____	_____	_____

Make sure you know the facts. Contact your existing company or its agent for information about the old policy or contract. If you request one, an in force illustration, policy summary or available disclosure documents must be sent to you by the existing insurer. Ask for and retain all sales material used by the agent in the sales presentation. Be sure that you are making an informed decision.

Massachusetts Mutual Life Insurance Company (MassMutual), 1295 State Street, Springfield, MA 01111-0001 and its subsidiaries: C.M. Life Insurance Company and MML Bay State Life Insurance Company, 100 Bright Meadow Boulevard, Enfield, Connecticut 06082-1981.

If this is a replacement, the owner has the right to return the contract within 30 days of the delivery and receive an unconditional full refund of all premiums or considerations paid on it, including any policy fees or charges or, in the case of a variable or market value adjustment policy or contract, a payment of the cash surrender value provided plus the fees and other charges deducted from the gross premiums or considerations or imposed under such policy or contract.

The existing policy or contract is being replaced because

Better rate

Agreements and Signatures

I certify that the above notice was read aloud to me by the Producer unless I indicated otherwise below.

I certify that the responses herein are, to the best of my knowledge, accurate.

X

Sarah A Queen

Signature of Applicant

SARAH A QUEEN

Date

4/27/23

Printed Name of Applicant

X

H Douglas Satterfield

Signature of Producer

H DOUGLAS SATTERFIELD

Date

4/27/23

Printed Name of Producer

I do not want this notice read aloud to me. _____ (Applicant must initial only if they do not want the notice read aloud.)

A replacement may not be in your best interest, or your decision could be a good one. You should make a careful comparison of the costs and benefits of your existing policy or contract and the proposed policy or contract. One way to do this is to ask the company or agent that sold you your existing policy or contract to provide you with information concerning your existing policy or contract. This may include an illustration of how your existing policy or contract is working now and how it would perform in the future based on certain assumptions. Illustrations should not, however, be used as a sole basis to compare policies or contracts. You should discuss the following with your agent to determine whether replacement or financing your purchase makes sense:

Premiums:

- Are they affordable?
- Could they change?
- You're older – are premiums higher for the proposed new policy?
- How long will you have to pay premiums on the new policy? On the old policy?

Policy Values:

- New policies usually take longer to build cash values and to pay dividends.
- Acquisition costs for the old policy may have been paid, you will incur costs for the new one.
- What surrender charges do the policies have?
- What expense and sales charges will you pay on the new policy?
- Does the new policy provide more insurance coverage?

Insurability:

- If your health has changed since you bought your old policy, the new one could cost you more, or you could be turned down.
- You may need a medical exam for a new policy.
- Claims on most new policies for up to the first two years can be denied based on inaccurate statements.
- Suicide limitations may begin anew on the new coverage.

If you are keeping the old policy as well as the new policy:

- How are premiums for both policies being paid?
- How will the premiums on your existing policy be affected?
- Will a loan be deducted from death benefits?
- What values from the old policy are being used to pay premiums?

If you are surrendering an annuity or interest sensitive life product:

- Will you pay surrender charges on your old contract?
- What are the interest rate guarantees for the new contract?
- Have you compared the contract charges or other policy expenses?

Other issues to consider for all transactions:

- What are the tax consequences of buying the new policy?
- Is this a tax free exchange? (See your tax advisor.)
- Is there a benefit from favorable "grandfathered" treatment of the old policy under the federal tax code?
- Will the existing insurer be willing to modify the old policy?
- How does the quality and financial stability of the new company compare with your existing company?

Proposed Insured/Annuitant Name: SARAH A QUEEN**For Producer Completion in Replacement Cases**

(If replacement questions in Important Notice are answered "Yes")

Is this replacement in accordance with the Company's position with respect to the acceptability of replacements?

☒ Yes ☐ No


If "No" please explain:

You are required to leave with the applicant at the time of the application a copy of the Important Notice, and the original or a copy of all sales material. You are required to use only Company approved sales material. Sales material includes any basic or supplemental illustration for the policy or contract purchased, and any other written, printed or electronically presented information related to the policy or contract purchased. Electronically presented sales material must be provided to the owner in printed form no later than policy or contract delivery.

You must submit to the insurer along with the application a copy of the Important Notice.

Agreements and Signatures

I certify that I have used only Company approved sales material and have left with the owner at the time of the application a copy of the Important Notice, and the original or a copy of all sales material.

X  _____ Date 4/27/22

Signature of Producer

Date